



STATE OF UTAH CONTRACT

Amendment # Three to Contract # 04-9111

TO BE ATTACHED TO AND MADE A PART OF the above numbered contract by and between the State of Utah

Department of Transportation		Proc./Various Regions		referred to as STATE and	
Agency		Division			
North American Salt Co	47263I-B	Ric Hall			
Company Name	Vendor Number	Contact Person			
8300 College Blvd	Overland Park KS 66210	(435)	864-2568		
Address	City	State	ZIP Code	Phone #	

referred to as CONTRACTOR

THE PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

- The **contract period** is amended
 - from: N/C (Original starting date)
 - to: N/C (New ending date)
- The **dollar amount** of change to the contract for this amendment is: \$ N/C.
- The **total contract amount** is now changed:
 - from: \$ N/C (current contract amount)
 - to: \$ N/C (current contract amount +/- amendment amount)
- Other changes** to the contract include:

The contract now reads:

The contract is amended to read:

Unit price increase. See attached new pricing and letter.

5. **Effective Date of Amendment:** 18 - Nov. - 2005.

All other conditions and terms in the original contract remain the same.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

CONTRACTOR
G.O. Young, Jr. 12/11/05
Contractor's Signature Date
G.O. Young, Jr.
Contractor's Name
VP Sales & Mktng.
Title

Debra Boulton 965-4070
Agency Contact Person Phone #

STATE OF UTAH
[Signature] NOV 22 2005
Troy Conti, Operations Engineer Date
[Signature] DEC 14 2005
Director, Division of Purchasing Date
PROCESSED BY
DIVISION OF FINANCE
[Signature] DEC 14 2005
Director, Division of Finance Date

ATTACHMENT C: ITEMIZED PRICE LIST

	DESCRIPTION	DELIVERY LOCATION	UNIT PRICE
26.	Liquid Mag Chloride Corrosion Inhibited	1445 Wall Ave., Ogden	\$ <u>.280</u>
27.	Liquid Mag Chloride Corrosion Inhibited	1555 E 700 S, Clearfield	\$ <u>.280</u>
28.	Liquid Mag Chloride Corrosion Inhibited	990 E Hwy 39, Huntsville	\$ <u>.280</u>
29.	Liquid Mag Chloride Corrosion Inhibited	605 E 100 N, Morgan	\$ <u>.280</u>
30.	Liquid Mag Chloride Corrosion Inhibited	8769 W 12000 N, Bothwell	\$ <u>.286</u>
31.	Liquid Mag Chloride Corrosion Inhibited	730 W 200 N, Logan	\$ <u>.286</u>
32.	Liquid Mag Chloride Corrosion Inhibited	930 N 200 W, Richmond	\$ <u>.291</u>
33.	Liquid Mag Chloride Corrosion Inhibited	SR91 MP 8.20, Sardine Summit	\$ <u>.286</u>
34.	Liquid Mag Chloride Corrosion Inhibited	1950 S 400 W Salt Lake East	\$ <u>.286</u>
35.	Liquid Mag Chloride Corrosion Inhibited	1839 W 1920 S Orem	\$ <u>.291</u>
36.	Liquid Mag Chloride Corrosion Inhibited	1839 W 1250 S, Provo	\$ <u>.291</u>
37.	Liquid Mag Chloride Corrosion Inhibited	Milepost 246 Hwy 6, Wellington	\$ <u>.355</u>
38.	Liquid Mag Chloride Corrosion Inhibited	701 E Hwy 491 Monticello	\$ <u>.474</u>
39.	Liquid Mag Chloride Corrosion Inhibited	424 Kane Creek Moab	\$ <u>.435</u>

ATTACHMENT C: ITEMIZED PRICE LIST

	DESCRIPTION	DELIVERY LOCATION	UNIT PRICE
40.	Liquid Mag Chloride Corrosion Inhibited	SR94 MP .25 Thompson	\$ <u>.416</u>
41.	Liquid Mag Chloride Corrosion Inhibited	350 N 400 E Emery	\$ <u>.409</u>
42.	Liquid Mag Chloride Corrosion Inhibited	SR6 MP 217 Colton	\$ <u>.336</u>
43.	Liquid Mag Chloride Corrosion Inhibited	1510 N Bullfrog Rd., Cedar City	\$ <u>.447</u>
44.	Liquid Mag Chloride Corrosion Inhibited	SR 161 MP 1.1 Cove Fort	\$ <u>.392</u>
45.	Liquid Mag Chloride Corrosion Inhibited	2220 S Industrial Rd., Richfield	\$ <u>.383</u>
51.	Liquid Mag Chloride	1600 South Hwy 191 Blanding	\$ <u>.441</u>
52.	Liquid Mag Chloride	Hwy 191 MP25 Bluff	\$ <u>.461</u>
53.	Liquid Mag Chloride Corrosion Inhibited	1600 South Hwy 191 Blanding	\$ <u>.490</u>
54.	Liquid Mag Chloride Corrosion Inhibited	Hwy 191 MP 25 Bluff	\$ <u>.510</u>
55.	Liquid Mag Chloride	225 East Main Green River	\$ <u>.350</u>
57.	Liquid Mag Chloride Corrosion Inhibited	225 East Main Green River	\$ <u>.399</u>



North American Salt Company

September 15, 2005

State of Utah
Division of Purchasing
3150 State Office Building, Capitol Hill
PO Box 141061
Salt Lake City, UT 84114-1061

Attention: Debra Boulton

Dear Debra,

Because of the dramatic increases in the cost of transportation and production of our Liquid Magnesium Chloride product, FreezGard Zero (uninhibited) and FreezGard CI Plus (corrosion inhibited), we are forced to request a price increase for Contract No. 049111.

Enclosed is the new pricing to each location. I would also like to let you know that we have been contacted from time to time by some of the UDOT facilities and been asked to do training presentations. We have been happy to travel and help them out by educating on the use of liquid chemicals and winter maintenance operations and we will be glad to continue to offer that service. I would also like to point out that our corrosion inhibited product, FreezGard CI Plus, is PNS approved with a corrosion value of 19 (81% less corrosive than salt). In the PNS States this gives us a large value added under the best buy calculation of their contracts. Due to this fact along with our reputation for prompt delivery and good service we now have the State winter contracts for ID, MT, WA and OR.

Please feel free to call me anytime if you have any questions.

Thank you,
Ric Hall
NASC
145 S 200 W
Delta, UT 84624
Phone: (435) 864-2568
Fax: (435) 864-2220
Email: hallr@compassminerals.com

Dustbusters, Inc

PO Box 15 Evanston, WY 82931-0015



September 15, 2005

Ric Hall
North American Salt Co

RE: Price Increases

As you know, we have seen dramatic increases in fuel costs recently—and no one knows for sure where they will end up. Most freight companies are charging 30+% fuel surcharges at this time. At this point we need to implement a fuel surcharge that reflects changing fuel prices or adjust our rates to cover the increased operating costs.

Thank you,

E. Craig Prete
Dustbusters, Inc

GREAT SALT LAKE MINERALS CORPORATION

P.O. BOX 1190 • 765 NORTH 10500 WEST • OGDEN, UTAH 84402 • TEL. (801) 731-3100 • FAX (801) 731-4881



August 12, 2005

To whom it may concern;

Great Salt Lake Minerals has been under a Purchasing Contract with our Calcium Chloride supplier for the past four years. This contract has helped GSL keep process costs flat and stable over the past several years. Upon the expiration of our current purchasing contract, our supplier has notified us that our new Calcium Chloride contract will reflect a 33 % increase in future pricing.

GSL has performed an extensive Calcium Chloride market analysis including competitive supplier quotes, to ensure that we are securing the most favorable Calcium Chloride pricing possible. An extremely tight Calcium Chloride market, as well as rising energy and transportation costs were all cited as reasons for the increase. The announced price increase will impact all future business beginning this fall.

Great Salt Lake Minerals appreciates the confidence and trust you have placed with us by purchasing our products. We are making every effort to remain a quality supplier to you and all the markets we serve.

A handwritten signature in black ink, appearing to read 'Rick C. Searle', written over a horizontal line.

Rick C. Searle C.P.M., A.P.P
Purchasing Manager
Great Salt Lake Minerals, Corp.

Delivrey Location	PRODUCT	BidPrice p/t	BidPrice p/g
1445 Wall Ave, Ogden, UT	FG 0	\$43.00	\$0.232
1555 E 700 S, Clearfield, UT	FG 0	\$43.00	\$0.232
990 E Hwy 39, Huntsville, UT	FG 0	\$43.00	\$0.232
605 E 100 N, Morgan, UT	FG 0	\$43.00	\$0.232
8769 W 12000 N, Bothwell, UT	FG 0	\$44.00	\$0.237
730 W 200 N, Logan, UT	FG 0	\$44.00	\$0.237
930 N 200 W, Richmond, UT	FG 0	\$44.00	\$0.237
SR 91 MP 8.20, Sardine Summit	FG 0	\$44.00	\$0.237
1950 S 400 W, Salt Lake East, UT	FG 0	\$44.00	\$0.237
1839 W 1920 S, Orem, UT	FG 0	\$45.00	\$0.243
1839 W 1250 S, Provo, UT	FG 0	\$45.00	\$0.243
1435 E Hwy 6, Wellington, UT	FG 0	\$56.90	\$0.307
701 E Hwy 491, Monticello, UT	FG 0	\$78.90	\$0.425
424 Kane Creek, Moab, UT	FG 0	\$71.75	\$0.387
SR94 MP .25, Thompson	FG 0	\$68.24	\$0.368
350 N 400 E Emery, UT	FG 0	\$66.89	\$0.361
SR6 MP 217, Colton, UT	FG 0	\$53.25	\$0.287
1510 N Bullfrog Rd., Cedar City, UT	FG 0	\$73.91	\$0.398
SR 161 MP 1.1, Cove Fort, UT	FG 0	\$63.78	\$0.344
2220 S Industrial Rd., Richfield, UT	FG 0	\$62.03	\$0.334
1600 S Hwy 191 Blanding, UT	FG 0	\$81.87	\$0.441
SR191 MP25 Sta 4421 Bluff, UT	FG 0	\$85.52	\$0.461
Greenriver, UT	FG 0	\$65.00	\$0.350

Delivrey Location	Product	Bid Price p/t	Bid Price Gal
1445 Wall Ave, Ogden, UT	FG CI Plus	\$52.00	\$0.280
1555 E 700 S, Clearfield, UT	FG CI Plus	\$52.00	\$0.280
990 E Hwy 39, Huntsville, UT	FG CI Plus	\$52.00	\$0.280
605 E 100 N, Morgan, UT	FG CI Plus	\$52.00	\$0.280
8769 W 12000 N, Bothwell, UT	FG CI Plus	\$53.00	\$0.286
730 W 200 N, Logan, UT	FG CI Plus	\$53.00	\$0.286
930 N 200 W, Richmond, UT	FG CI Plus	\$54.00	\$0.291
SR 91 MP 8.20, Sardine Summit	FG CI Plus	\$53.00	\$0.286
1950 S 400 W, Salt Lake East, UT	FG CI Plus	\$53.00	\$0.286
1839 W 1920 S, Orem, UT	FG CI Plus	\$54.00	\$0.291
1839 W 1250 S, Provo, UT	FG CI Plus	\$54.00	\$0.291
1435 E Hwy 6, Wellington, UT	FG CI Plus	\$65.90	\$0.355
701 E Hwy 491, Monticello, UT	FG CI Plus	\$87.90	\$0.474
424 Kane Creek, Moab, UT	FG CI Plus	\$80.75	\$0.435
SR94 MP .25, Thompson	FG CI Plus	\$77.24	\$0.416
350 N 400 E Emery, UT	FG CI Plus	\$75.89	\$0.409
SR6 MP 217, Colton, UT	FG CI Plus	\$62.25	\$0.336
1510 N Bullfrog Rd., Cedar City, UT	FG CI Plus	\$82.91	\$0.447
SR 161 MP 1.1, Cove Fort, UT	FG CI Plus	\$72.78	\$0.392
2220 S Industrial Rd., Richfield, UT	FG CI Plus	\$71.03	\$0.383
1600 S Hwy 191 Sta4422 Blanding	FG CI Plus	\$90.87	\$0.490
SR191 MP25 Sta4421 Bluff, UT	FG CI Plus	\$94.52	\$0.510
Greenriver, UT	FG CI Plus	\$74.00	\$0.399